

RJ REYNOLDS

TOBACCO COMPANY

COPY

J. CAMPBELL / ROU 1610
PROMOTIONAL COORDINATOR

8899 MAIN STREET
WILLIAMSVILLE, NY 14221
(716) 634-4179
FAX (716) 634-3145

February 6, 1998

RJR Account #442680
M. Gandulla
MOUNTAIN CANDY

MARCH CTS: DORAL 1/2 CARTON PURCHASE / PROMOTION #800027

Dear Mark:

DORAL pre-sleeved product (6M) has been ordered for you to ship to participating retail accounts on the attached Customer List. Refer to the Customer List for specific product distribution.

PO #030298

DORAL BRAND STYLES	#/ (6M) Cases	UPC Code
Light	8	12300-24995
Light 100	8	12300-24996
Full Flavor 100	8	12300-24997
Ultra Light 100	8	12300-25051
Light Menthol	4	12300-24998
Light Menthol 100	4	12300-25050
Full Flavor Box King	4	12300-25055
Light Box King	4	12300-25056

Product Arrival:

March 2, 1998

Ship Date to Retail:

Week of: March 9, 1998

EFT \$ Amount:

\$14,786.69

Promotion Description:

'Pre-Sleeved' product will arrive in plain white cartons; two 5-pack sleeves per carton. Each 6M case contains 60 5-Pack offers. Ship designated quantity of sleeves to listed retail accounts.

51844 8998

A list of accounts authorized to receive product distribution is attached. RJR will reimburse you \$6.00 per live 12M case for all product packed and shipped to retail on a timely basis. This equates to \$144.00 (24 (12M) case(s) @ \$6.00). Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell
Promotional Coordinator / 1610

/jc

cc: J. McLean
L. E. MacWilliams

Enclosure: Customer List
Promotional Flyer

<p>Note to RJR Manager: Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.</p>
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DIRECT ACCOUNT CUSTOMER LIST

DORAL 1/2 CARTON PRE-SLEEVED PROMOTION #800027

BRAND STYLES: DORAL LT / LT 100 / FF 100 / LT MEN / LT MEN 100 / ULT LT 100 / FF BOX 100 / LT BOX 100

RETAIL DISTRIBUTION DATE: MARCH 9, 1998

RETAIL DISTRIBUTION DATE: MARCH 9, 1998							# CARTONS PER STYLE										
							D O R A L										
S/REP	R/REP	SIS#	FULL NAME	ADDRESS	CITY	STATE	LT	LT 100	FF 100	ULT LT 100	LT MEN 100	FF BOX 100	LT BOX 100	VAP SIS#	VAP DIRECT ACCT NAME	DIR ACCT SUPPLIER #	
162210	162233	594068	CATSKILL DISCOUNT BEV	190 MILL ST	LIBERTY	NY	30	30	30	30	15	15	15	15	442680	MOUNTAIN CANDY	921114
162210	162233	751197	BEZ ENTERPRISE	DBA COOKS	SIDNEY	NY	30	30	30	30	15	15	15	15	442680	MOUNTAIN CANDY	0
162303	162322	765418	SMOKERS PARADISE	14 SARATOGA RD	SCOTIA	NY	30	30	30	30	15	15	15	15	442680	MOUNTAIN CANDY	
162304	162322	777125	SMOKERS PARADISE III	671 NEW LOUDEN RD	LATHAM	NY	30	30	30	30	15	15	15	15	442680	MOUNTAIN CANDY	0
162305	162322	757620	SMOKERS PARADISE	90 STATE ST	ALBANY	NY	30	30	30	30	15	15	15	15	442680	MOUNTAIN CANDY	985499
162306	162325	777133	SMOKERS PARADISE V	604 PAWLING AVE	TROY	NY	30	30	30	30	15	15	15	15	442680	MOUNTAIN CANDY	0
162306	162325	784251	SMOKERS PARADISE VII	RT 7 / HOOSICK ST	TROY	NY	30	30	30	30	15	15	15	15	442680	MOUNTAIN CANDY	0
162307	162327	178829	THRUWAY PHARMACY, INC	TRUWAY SHP/CTR PLAZA	WALDEN	NY	30	30	30	30	15	15	15	15	442680	MOUNTAIN CANDY	
							8	8	8	8	4	4	4	4	TOTAL CASES		